



Five International Ag Specialists Converge at Big Iron

Rural Initiative Funding, Ag Shows Create Venue for In-Depth Market Studies for Fifteen Local Firms

The U.S. Commercial Service (CS) North Dakota recently hosted five U.S. Commercial Service Agricultural Machinery Specialists from around the globe in conjunction with the Farm Progress Show (Boone, Iowa, August 25-29) and Big Iron Farm Machinery Show (West Fargo, ND, September 8-12).

Vânia Resende from Belo Horizonte, Brazil was in North Dakota from August 19-22 conducting customized market assessments for nine local companies. Each company received detailed market research assistance from both Brazil and North Dakota offices. While in North Dakota, Ms. Resende also met with Congressman Kevin Cramer and staff from Senator John Hoeven and Heidi Heitkamp's offices. Vânia and CS North Dakota Office Director Heather Ranck have been working closely together to develop ag machinery opportunities for U.S. companies since they initiated a program at Brazil's largest ag machinery show – Agri Show – in May 2013.

CS staff have been working to develop ag machinery opportunities for U.S. companies worldwide. For Big Iron 2014, CS North Dakota teamed up with the ND Trade Office and CS offices in Australia, Kazakhstan, New Zealand, South Africa and Brazil to bring CS Specialists and delegations to Big Iron 2014. CS North Dakota set up conference calls and one-on-one meetings with eight local companies in preparation for meetings at Big Iron. This is the first time companies were able to access in-depth trade counseling at Big Iron. With this in-depth front-end research by the US Commercial Service, meetings were very productive and resulted in many exciting developments for local firms. Vânia and Doug's travel to North Dakota were made possible by the Rural Export Initiative, which was announced locally by Senator Amy Klobuchar, Senator John Hoeven and CS Director General Arun Kumar on July 1, 2014.

[Click here](#) for a list of ten 2015 global ag machinery shows where there will be a USA Pavilion or similar support from the US Commercial Service Ag Team members worldwide. For information on the U.S. Commercial Service, call (701) 239-5080, or visit www.export.gov/northdakota

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CS Staff Had to See "The Fargo Wood Chipper" for Themselves: L-R Nurlan Zhangarin (Kazakhstan), Doug Hartley (Australia), Heather Ranck (Fargo), Janet Coulthart (New Zealand)



CS Brazil's Vania Resende Visits Haybuster and Views Equipment Bound for Brazil



L-R: Doug Hartley (Australia); Vania Resende, (Brazil); Nurlan Zhangarin (Kazakhstan); Janet Coulthart (New Zealand); Mohammad Essay (South Africa)